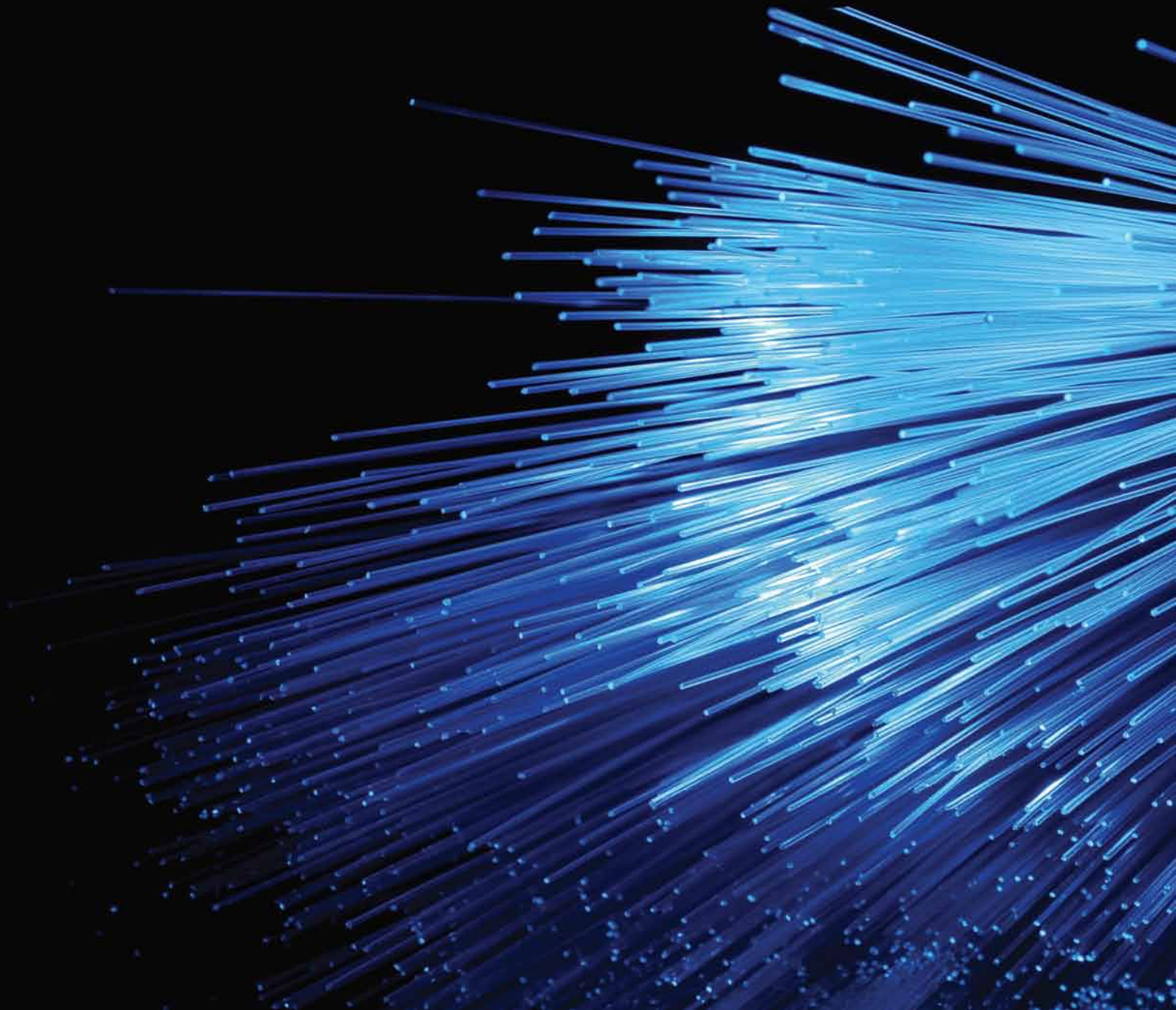


BROADBAND

Northwest Kansas' Greatest "Unnatural" Resource



Why 4 Mbps is not enough...



Nathan Grebowiec • Plainville, KS
Director of Information Technologies, DessinFournirCompanies

"As an international business based in rural Kansas, high-speed Internet access is essential to our success and welfare. . . . Our design, marketing and manufacturing teams collaborate in real-time between locations in Kansas, New York, Chicago and California. . . . If the FCC doesn't properly fund rural Internet services it will greatly impede our ability to advance and stay in rural Kansas. 4 Mbps Internet will never be able to accommodate the services we currently rely on and would greatly bottleneck our ability to further our business as planned."

Note: DessinFournirCompanies recently upgraded to a 20 Mbps connection from Nex-Tech and will upgrade to a 50 Mbps connection once it becomes available.



Larry Calvery • Russell, KS
General Manager, White Communications, L.L.C.

"Last month [March 2011] KRSL upgraded our Internet service with Nex-Tech to 10 Mbps from 3 Mbps. In the radio broadcasting business, it is important to put out the best quality audio signal possible on our two radio stations. After experiencing some technical problems in our broadcasting of certain programming, we chose to increase our Internet speed to improve our ability to air music and programs that give us a professional signal on both our FM and AM stations."



Darryl Hoar • Osborne, KS
Network Administrator, Osborne Industries, Inc.

"Osborne Industries, Kansas Governor's Exporter of the Year 2010, is an international business. . . . Since Osborne Industries is located in rural Kansas, meeting our Internet resource needs can be challenging. Nex-Tech was the only company willing to invest in the infrastructure to bring high-speed Internet to our community, thus meeting Osborne Industries basic needs. But as Osborne Industries Internet requirements increase, Nex-Tech will need to continue to invest in infrastructure upgrades. If Internet upgrades don't keep pace with Osborne Industries business growth, it will have a destructive, stunting effect."

Note: Osborne Industries recently upgraded to a 75 Mbps connection from Nex-Tech.



Christine L. Niblock • Hoxie, KS
CFO, Sheridan County Health Complex

"We cannot easily put into words the improvement you have afforded us as rural healthcare providers with your fiber optic cable installation in Hoxie, Kansas. We are finally able to run our operating software housed at Hays Medical Center in Hays, KS via your Internet with no speed issues. . . . We can't forget to mention that your fiber project allows us approximately 6 times MORE bandwidth, at a 50% reduction in what we were paying for 3 Mbps from AT&T. . . . We are now able to provide telemedicine directly into our emergency department to allow critical patients to be assessed in a trauma situation. . . . We could not operate our hospital as efficiently without their [Nex-Tech/Rural Telephone] service."

Note: Sheridan County Health Complex currently receives a 10 Mbps connection from Nex-Tech.



Shelley Boden • Russell, KS
Administrator/CEO, Russell Regional Hospital

"The advances in telemedicine have forced us to seek advanced levels of broadband connectivity in order to offer new services and continue to be progressive and competitive in the health care market. Teleradiology is a great example of the increased need to move from a 4 Mbps to a 10 Mbps broadband connection. This is not only necessary, but required in order to transfer larger files of data quickly and smoothly to off-site Radiologists for interpretation. With the ever-changing advances in technology, Nex-Tech provides a critical component in our ability to provide quality, efficient patient care 24/7."

Why I moved back to northwest Kansas...

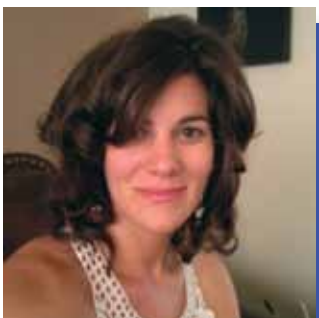


Brien D. Stockman • Logan, KS

Attorney at law and general counsel for a North Carolina aviation company who relocated to Logan in 2003. Nex-Tech broadband is vital to his practice.

"As time has gone on it's been even more critical every year. The more I do, the more clients I have, the distances involved, the new applications that are out there from Skype to legal research—all those things that I just live by the computer...and it's just become more and more essential for me, to the point where I'm not sure that I would function without it...it's gotten to be considered as essential as electricity or water.

I would say it's a seamless world for me. I get all the advantages of living where I'd like to in a small town, simple life, but I'm really doing every bit of the complex transactions that I used to do out in North Carolina."



Darci Mills • Palco, KS

Creative designer/telecommuter who telecommutes to a professional training and strategic consulting company located in Park City, Utah.

"I couldn't live here or work here without the high-speed Internet and bundled phone services available from Rural Telephone and Nex-Tech. I wear my fuzzy slippers and work my own hours, however, I do participate in scheduled webinars and conference calls with other team members and clients.

I've started my own part-time business, offering print and web design as well as photography services. With a safe and secure quality-of-life and world-class telecommunications technology, opportunities and ideas abound in places like Palco."



Glen Strevey • Norcatur, KS

Retired aerospace engineer from Boulder, Colorado, who relocated to Norcatur, understands the impact broadband has on rural America.

"I got exposed to broadband when I lived in Boulder, and because that's part of the technology that I worked with. I'm well aware of what you can do with fiber, and so when the opportunity for broadband came, I thought, 'Man, that's a real dream for Norcatur.

With high-speed Internet you can telecommute to work. Twenty years ago everybody had to show up at their office for work...over the last twenty years it's gotten to the point where that is not necessarily true. My son in Seattle, for example, works in his home two days a week. The whole business of telecommuting is really growing, and of course that's all enabled by broadband."



Dan Strevey • Norcatur, KS

Fiber optic engineer/farmer, who depends on broadband service (20 Mbps) for his 1,100 acre family farming operation and telecommuting for QLogic Corporation, Aliso Viejo, California, to Oracle Corporation in Broomfield, Colorado.

"Since getting Nex-Tech broadband, it's opened up the world for me as far as being able to do my job. I can be out here working on farming operations throughout the day and at night...even when I'm out in the field, I can be transferring files. I can come in for a conference call and then be back out in the field. It's huge for me.

I do driver integration into the Solaris operating system. Its pretty data intensive. I transfer huge, long files a lot, all over the world actually. We have labs everywhere from India to the U.K. even Russia. Before Nex-Tech broadband service was available, I could not do that work from out here. It was hard to even be able to open up my email or some of the applications I run from my home offices in Aliso Viejo.

I can tell you a little story. I was talking to my father about it the other day, and he was telling me that he grew up without electricity. And that was back in the thirties, and when electricity came to Norcatur, or their little farm just south of town, how huge and life changing that was. I look at this [broadband] as the same type of huge and life changing thing."



Nicole Godek • Grainfield, KS

Graphic designer/website-entrepreneur who utilizes broadband for her Internet-based business.

"The fast Internet connection, without a doubt, is imperative. Without it, I wouldn't be able to exist [do business]. I think that's part of the reason I created 'Love Small Town America' because I'm a prime example of living in a small town, inexpensive real estate and cost of living...and I can still make a good amount of money doing the profession that I love...so I think people are looking for something different...and knowing that you can still connect with people outside of your community because of the fast Internet connection...I think people are looking for that today."



Free broadband to libraries in northwest Kansas...

We recognize that broadband access is vital to leveling the playing field for small, rural communities to compete in today's fast-paced, technology-driven society. While we are doing our best to increase broadband availability across our footprint, we also understand that providing free public-access Wi-Fi connections is critical in order to ensure that every individual—regardless of income—has access to these essential services.



Eric Norris • Hays, KS Library Director, Hays Public Library

"The Hays Public Library provides many services to the community. The Internet service has become one of the most important to our patrons. The public's need for this service and its growth in popularity is evidenced by the dozens of people asking for access to computers each day.

On behalf of the Hays Public Library board of directors and our staff, thank you for making this generous, ongoing, commitment to us and to libraries across the region. With the challenge of meeting tight budgets, the Nex-Tech gift of Internet service is making a positive impact to our bottom line and in the lives of the patrons we serve.

Again, thank you for your generosity and helping us provide more for our community."



Pam Luedke • Atwood, KS Director, Atwood Public Library

"Our library was very pleased to hear that Nex-Tech is going to provide high-speed Internet service free of charge. So first and foremost, a huge thank you! I have been director at Atwood Public Library since the fall of 1989 and our budget for this year is the smallest it has ever been. The library has slightly better tax funding than in '89 but the library's endowments, like anyone or any entity with investments, have had a dismal performance the last couple of years. What we save on connection fees we can use to upgrade the equipment we have.

Other than our print material, the Internet computers in our library are one of the most popular features we have. Our town had 1,195 people use our Internet computers in 2010. I believe this to be substantial usage as I would say at least 33% of the people in our community have a PC.

Besides local people using our computers, we have individuals visiting our community from out-of-town and out-of-state. Although we don't ask people for what reasons they use our computers, we've been told that Facebook, email, job searching, online ordering and using the State Library of Kansas' databases for research are a few of the usages.

Thanks again, Nex-Tech, for helping libraries to better serve their communities."



Mary Allen • Hill City, KS Graham County Public Library

"On behalf of the library board of trustees and the staff, as well as our patrons, we thank you for your recent offering of free broadband and Wi-Fi connections for our library.

As you are aware, public libraries everywhere today face severe funding difficulties, and it is especially gratifying when local businesses such as yours respond with such generosity. With so many of our patrons thinking of their library as a sort of community living room it is essential for us to be able to provide public access to the Internet.

Again, thank you for this free service for our library."



Lenora Public Library and Library Board Members • Lenora, KS

"The Lenora Public Library and the library board members would like to express our appreciation to Nex-Tech/Rural Telephone for extending free broadband and Wi-Fi service to our library. We are a small system on a very tight budget and this will enable us to continue to offer superior service to our community.

While other large telecommunication companies have recently lobbied to cut programs such as KanEd, Nex-Tech/Rural Telephone continues to be at the forefront by providing free broadband Internet and Wi-Fi service to libraries in northwest Kansas.

Again we thank you for your generosity!"





Norma Mullen • Logan, KS

Logan Public Library

"I just wanted to let you know that I reported to the library board about what Rural Telephone is so graciously doing for us. They were pretty excited and so am I. The budget had to be planned pretty closely this year because of the uncertainty of state cuts for libraries. We are very pleased to have that tightness eased off a bit.

Our Internet speed will increase, also! WOW, I already thought it was as fast as any I have seen, but now it will be even faster! I am thrilled—I can get more work done and get books processed faster than ever! Our patrons will be thrilled, too. Using the public computers will be so much fun, with all that need for speed around us—we will fit right in!

The fact that we are a "hot spot" has brought a few folks in to the library already and I think that will only get better as more and more people get familiar with your cute logo on the window and what it means for them.

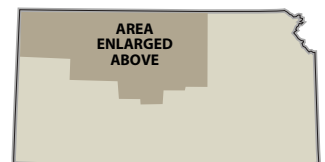
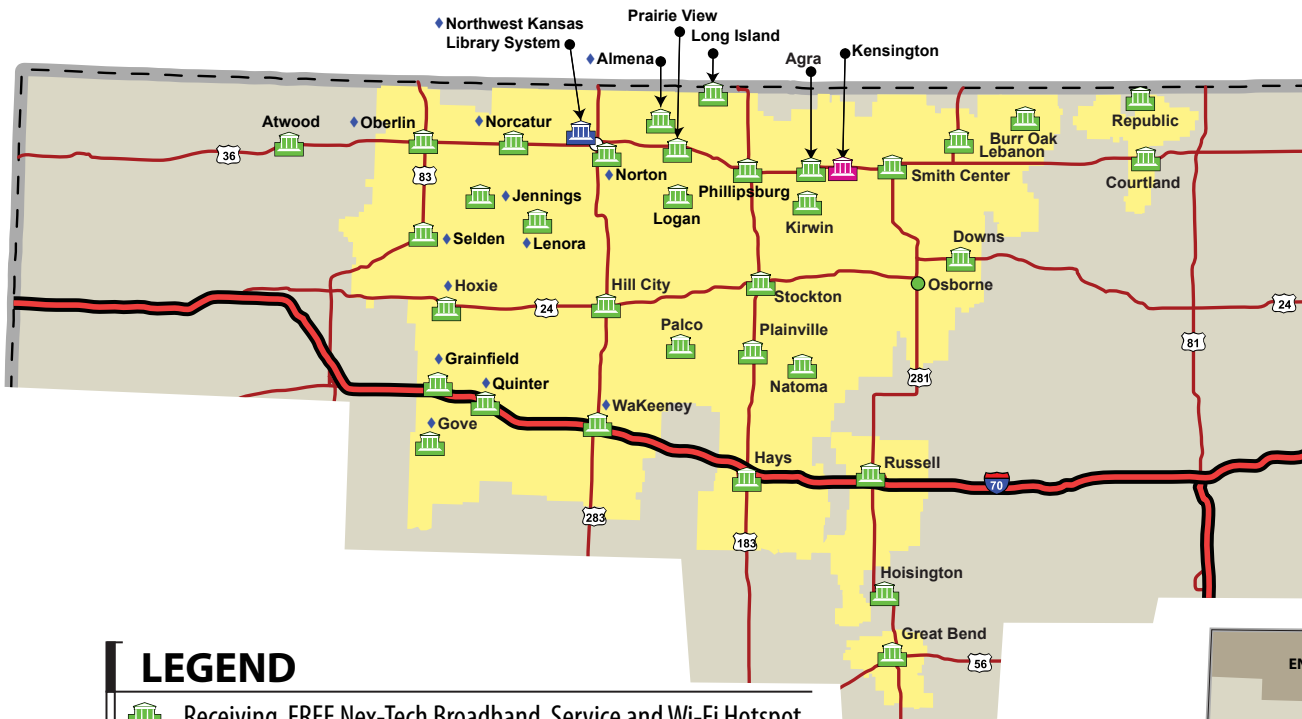
Thanks so very much for including us in your generous plans for the area that you serve. It is appreciated."



Deb Marshall • Norcatur, KS

Norcatur Public Library

"The Norcatur Public Library is so extremely grateful to have Nex-Tech providing high-speed Internet through a hotspot for our library! For the past few years we used a cell phone as a modem. Being in a small rural community, we didn't really have other options. Our town had no cable, and the only other choice was satellite, which was too cost prohibitive for a small library with limited income. As it was, even with the cell phone modem we paid over \$90 per month for the phone and Internet capabilities. That was very frustrating. When we were able to get the hotspot put in our library this year, we were told that actually it was free! WOW! We were really excited! Since we have had our hotspot with Nex-Tech we have also been upgraded from the 3 Mbps we signed up for to 10 Mbps! We now have super fast Internet capabilities all for FREE! Our limited income can now be spent on better uses such as updating our books, getting our books cataloged, which we couldn't remotely do without good, fast, reliable Internet, and other items to continue to make our library updated and user friendly. All of these changes have helped put our library on the map. We have more patrons using our library and we also provide Inter-Library Loan now. Thanks Nex-Tech and it's FREE Internet to libraries, our library is finally being used and used well!"



Why I need broadband to survive in northwest Kansas...



Alan States • Logan, KS

Farmer/banker who depends on broadband for his livelihood, operating competitively and accessing information.

"We use the Internet, we see real-time markets, so, by the time you market products on 7,000 acres, you have to have a good marketing program. We cannot be out of touch...we are 315 miles from the Denver airport and 315 miles from the Kansas City airport. Transportation of our body gets a little difficult so we have to transport knowledge...that is one of the reasons we need to use broadband out here.

The margins are narrow...sometimes if a farmer is only operating on a 10% margin...if he can just decrease his cost of production 3%...get the yields up 3% because of better varieties, and because of marketing maybe gross 4% more...3, 3, and 4 is 10, and he has just doubled his profit margins...it is all in those tiny edges...we have to have the advantage...and in this world it is the information world...if we are cut off from information...we are absolutely cut off...we can't compete not just with our neighbors in Iowa, but we can't compete with Brazil unless we have that knowledge.

The first thing I do if I need information, I don't call somebody, I don't go to my friend anymore that might know...I don't go down to the library...I do a Google® search. It doesn't make any difference if it's a variety of seed, some farming practices...how to trade commodities...global warming...some research on one of the herbicides we are using on the farm. It is such an information based technology that we have to be there...we cannot be cut off from that information and still survive."



Bill and Shelley Nondorf • Studley, KS

Farmers/seed dealers who began receiving broadband service in August 2010 and are astonished by how it has improved their operations and life.

"In the mornings I would spend 45 minutes to an hour going through my email, looking at the overnight markets. Now, in 15 minutes, I'm finished, and I'm trying to figure out what to do with the rest of my time.

Time is a factor out here on the farm. I use the Internet to order seed. That [dial-up Internet] was really frustrating because sometimes the seed company's website would show availability for a certain seed variety when you knew it was closing out, or getting to the end of its supply. You saw that it was available, but by the time you got there, it might be five or ten minutes later. Other dealers were seeing the same thing, so by the time you actually got your order in, you may not have been quick enough in that five minutes to get that."



Darin Campbell • Norton, KS

General Manager of Natoma Corporation--credits broadband for remaining competitive in a rural community and creating vital jobs for people who wish to live in northwest Kansas.

"Without high-speed Internet and the technology that's available now, it wouldn't be possible to be here and do the work we are doing...we couldn't compete with the bigger cities...but now, having Nex-Tech bringing high-speed Internet to Natoma Corporation here in Norton, Kansas...it's just made life so much easier...so much faster...so much easier to compete with the bigger cities...out here in rural America!

Natoma Corporation could be based in a big city. The reason we're not is because we love the small town environment, the small town quality of living, and having the people, our employees, come from the small town and want to come to work every day. That's the reason I'm here, because I don't want to live in the big city with the hustle and bustle of traffic, crime and everything like that. We can actually have a high-tech business in a small town environment because of Nex-Tech and what Nex-Tech has provided for us."



Deborah Lindenman • Morland, KS

Educational paraprofessional/family farm wife, who was first connected to FTTP broadband on their rural farm August 20, 2010, describes how life-changing the technology is.

"It was like we were finally part of the world. You don't know what you're truly missing until somebody gives you something that actually works, because nothing really was truly compatible out here until then. Not with all the new computers and the speeds of the new computers. As long as the computers speeds in the old ones were slow we were okay, but we were getting anywhere from 22 to 36K...that was the highest speed we ever got on dial-up...and that was on a good night. If it was busy we didn't get that.

When we finally got it [broadband] on that night, I went on Facebook and sent it through with all [my] friends, we were finally part of the world! We were connected to the rest of the world now! Because everything was just speeding by us and there was so much as a family that we were missing and not knowing."



Dr. Edward H. Hammond • Hays, KS

President of Fort Hays State University, emphasizes the importance of Nex-Tech providing a 2 Gbps broadband connection between the main campus and the world-renowned Sternberg Museum of Natural History, more than two miles away.

"This will give us connectivity between the campus and the museum that will extend university services to Sternberg with speed and efficiency that were not available previously. Perhaps more importantly though, this is the missing link that will allow us to create a back-up communication system in case the campus is ever hit by a disaster. We will install computer servers at the museum that will allow uninterrupted communication over the Internet in the event of service disruptions on campus. It is not an exaggeration to say that this new line of communication between the campus and the museum may someday save lives."



How we keep youth in northwest Kansas...



William Patton • Phillipsburg, KS

Student Intern

"High-speed Internet, at least for me and most of my generation, is an absolute necessity. Broadband now connects the world, and without it rural areas will eventually fall out of the loop and die out. Broadband can save rural areas and towns from just being another Podunk town where there is nothing to do, or any good businesses to work for. I'm coming back to rural Kansas because I love the outdoors and the wide open spaces and friendly people. But, if I can't find a good job because no good businesses are here, it's kind of hard to come back. The broadband that Rural Telephone and Nex-Tech are providing is amazing in the fact that only a small percentage of the population has access to as good and as fast as they provide. I want to be in that small percentage. I want to go into the family business of dentistry and, anymore, to stay up-to-date with the latest technology of the business and to provide the best care, you need broadband access."



Jill Hertel • Hays, KS

Student Intern

"I think broadband is important because it makes using technology easier and more enjoyable. Instead of waiting for the website to load or my phone calls to connect, I can get all my requests done faster. Since we live in such a high-tech world, having the fastest technology makes our community more advanced and makes me feel like I can do anything, and much quicker. Having broadband from Nex-Tech makes my family and I proud that we live in western Kansas because it's affordable and its better technology! Unlike the other people who feel powerless without broadband, there's no need for complaining about slow speeds any longer."



Haley Graham • Almena, KS

Student Intern

"Fiber is going to make a large difference for young families deciding to move here. Because we can offer broadband, it will be much easier for parents to work from home and watch their kids too. My generation is all about speed and technology and having fiber is going to make the rural Kansas communities much more appealing to youth as they make decisions on where to eventually settle down. I have always loved the small town I've grown up in, but it always seemed behind times with technology. I now feel because we have fiber, we are not up with technology, we are ahead."



Derek Erbert • Hays, KS

Student Intern

"Broadband is important to me because of the capabilities it possesses. The speed, power and limitless possibilities it can perform. Here we are getting broadband in the part of Kansas that no one thinks is important. Well, obviously, it is important. Only a fraction of the United States has access to broadband and WE are getting it. Youth and families all across America are becoming much more technologically-based. Broadband can support that demand for technology not only now but for the future as well."

Nex-Tech service is beneficial to me because my family is very technologically based and Nex-Tech has fulfilled those needs with ease. They always put the customer first and make advances to technology as needed."



Katlyn Baughman • Stockton, KS

Student Intern

"Broadband is important to me because it holds unlimited possibilities. About 75% of my day consists of me using computers, my cell phone and other technology. Broadband allows me to do all of this at a quick pace. Whether I'm talking to friends on Facebook or researching a topic for an essay, broadband allows me to do it at a fast pace without any kind of delay that one might otherwise have with dial-up."



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